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THE CLERK: 15 C 912, Johansen v. GVN, for status.
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             THE COURT: Yes.
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             MR. MURPHY: Good morning, Your Honor. Brian Murphy
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    on behalf of the plaintiff.
             THE COURT: I'm sorry. Could you say your name
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    again?
            Brian --
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             MR. MURPHY: Brian Murphy.
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             THE COURT: Murphy, okay.
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             And?
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             MR. MILLER: Good morning, Your Honor. Mark Miller
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    on behalf of the defendant.
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             THE COURT: Okay.
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             So I have this, the motion to dismiss, so that -- is
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    there anything else you want to discuss besides the motion to
    dismiss?
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             MR. MURPHY: Well, Your Honor, the one issue
    plaintiff would like to raise is we've been trying to have a
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    Rule 26 initial meeting of the parties so that we could get
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    discovery out. The defendants -- there was some back and
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    forth in terms of who their trial counsel was going to be in
    this matter. We would like to have some sort of schedule from
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    the Court so that it will compel them to engage in the initial
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    meeting of the parties so that we can get discovery out.
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             In these cases, Your Honor, call records are very
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    important, and sometimes those call records are in the hands
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of third parties and not the defendant. And we're always very sensitive to try to get on that as quickly as possible in the discovery process so that those can be preserved and they don't go away. And we can't do that, obviously, until we have the initial meeting of the parties.

THE COURT: Mr. Miller.

MR. MILLER: Your Honor, Mr. Murphy is talking about a discussion he had with a different lawyer who was supposedly going to come in, but he's not coming in. So this is the first time we've talked about it.

My position is I would like to have a ruling on the motion to dismiss before we have the Rule 26 conference. I think our Rule 26 conference should be guided by a valid complaint, if one can be stated, and -- because that's going to guide the discovery.

So I think we need to have that ruling first and then have the Rule 26 conference.

MR. MURPHY: And, Your Honor, my belief is that, you know, filing a motion to dismiss does not come with an automatic stay of discovery. And so, you know, they haven't -- they haven't formally asked for a stay of discovery before now. And I just don't think that it's appropriate to sort of -- particularly here, Your Honor, where these call records can go away in an instant. You know, a lot of them are electronic. And so we would like to be able to at least

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    get -- you know, to at least be able to pursue those call
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    records so --
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             THE COURT: Well, I'm expecting to rule on the motion
    now, today, this morning, okay.
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             MR. MILLER: Okay.
             THE COURT: Will that take care of your problem?
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             MR. MURPHY: Yes.
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             MR. MILLER: I think so.
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             THE COURT: Okay. All right. So we discussed the
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    motion to dismiss?
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             MR. MILLER: Sure.
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             THE COURT: Okay. So, Mr. Miller, what's your
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    strongest argument for dismissal?
             MR. MILLER: Well, Your Honor, I think the strongest
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    argument is really that the plaintiff has failed to state just
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    a simple cause of action for himself for violation of a TCPA.
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    He does not allege how it was that he was able to identify the
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    first caller as GVN. He does not identify how he was able to
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    identify the second caller as GVN, except that he says that
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    after the second call, I pressed 1 in response to some sort of
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    prompt, and that later in the day, he got a call from somebody
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    identifying themselves as GVN.
             Interestingly, later in describing other live calls
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24
    he received, he does recite the phone numbers. You know, it's
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    on his cell phone, so you would be able to see on your cell
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    phone what you -- who the caller is, but he doesn't recite
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    that phone number for the first two calls. And there is
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    simply no factual basis for his assertion that the first two
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    calls were from GVN. He has no -- doesn't identify what the
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    phone number is. He just doesn't allege anything other than
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    the formulaic, I got a call. And that's obviously a very
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    important element of a TCPA case, you know, what phone number
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    did you receive a call from and how do you know that the
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    person who called you was this person.
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             So you have that. You have --
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             THE COURT: Well, you have records, don't you?
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             MR. MILLER: Well, I don't know if we do have records
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    or not because these companies hire marketing companies who
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    then hire marketing companies, who hire marketing companies to
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    establish leads for -- for our company. And, you know, that's
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    kind of like asking us to prove the negative. I mean, are we
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    supposed to go to every conceivable company that could have --
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    that one of our subcontractors could have hired out -- I mean,
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    there could literally be dozens of them -- and ask them for
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    all their records? I think that's an incredibly heavy burden,
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    especially in an age where cell phone --
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             THE COURT: I don't understand that. If you call
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    them directly, then, you know, you would have a record, right?
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             MR. MILLER: If GVN called directly --
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THE COURT: Right.

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             MR. MILLER: -- then --
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             THE COURT: But you can't, by infinite
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    subcontracting, make it impossible for anyone to figure out
    whether you are behind these calls.
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             MR. MILLER: Well, I don't think that it's the
    infinite subcontract.
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             THE COURT: That's how you described it. You say you
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    contracted out to someone. That person has a subcontractor.
    You can't trace it. That sounds as if you're hiding your
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    responsibility for making those phone calls. No way you're
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    getting away from that.
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             MR. MILLER: Right. And I'm not attempting to do
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    that.
             THE COURT: Well, then you find the records, right?
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    You're responsible for anything your subcontractors do.
             MR. MILLER: Well, I think there's some case law that
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    really -- we get into the whole question of the responsibility
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    under the agency laws. And I think there's an open question
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    about that, to be honest with you.
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             THE COURT: What do you mean by agency laws?
             MR. MILLER: Under the TCPA and the cases
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    interpreting it, if we didn't make the calls, and I don't
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    believe that we ever did, from what I understand about the
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    case thus far, there is a question as to whether, if a
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    subcontractor or subcontractor's contractor made that call,
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    whether we bear responsibility for it. There's all the
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    agency --
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             THE COURT: You do.
             MR. MILLER: -- issues about control.
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             THE COURT: You do. You do. I mean, it would be
    ridiculous otherwise, ridiculous. You are responsible for the
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    calls made on your behalf, whether made by your employees,
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    your contractors, your subcontractors, your
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    sub-subcontractors.
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             Now, if it turned out that they had acted, you know,
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    contrary to your instructions, you might have a remedy against
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    them. But you are responsible to the victims of calls made on
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    your behalf by companies with which you have contracts.
    Otherwise you make it impossible for the plaintiffs. Then
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    they have to track down all this indefinite number of
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    subcontractors.
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             MR. MILLER: Well, Your Honor, I believe that the
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    plaintiffs have at their -- they have the ability to issue
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    Rule 45 subpoenas to subcontractors. I mean, they have other
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    tools at their disposal.
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             THE COURT: Yeah, but these are burdensome, and I
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    don't like the idea of your being able to subcontract your
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    liability.
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             MR. MILLER: Well, I think it remains to be seen if
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these calls were made in the first place, if they were even

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    made by GVN or someone acting on GVN's behalf, because they
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    haven't alleged any basis on which they could know that.
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    think at a very minimum they have to allege more than just,
    you know, parroting the statute. They have to allege some
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    factual basis for knowing that GVN called them.
             THE COURT:
                          So this is Johansen we're talking about;
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    is that correct?
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             MR. MILLER: Yes.
             MR. MURPHY: Yes.
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             THE COURT: Now, didn't Johansen receive or say he
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    received an advertisement about these vacation homes?
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             MR. MILLER: No, sir. What he said was he received
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    the first call -- he got a call. He doesn't say who it was
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    from, and he doesn't say that that caller identified
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    themselves as GVN.
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             Then he got a second call. Again, he doesn't
    identify where that call came from, and he doesn't say that
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    that caller identified themselves as GVN.
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             In response to the second call, he pressed 1, which,
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    according to his complaint, meant that he was indicating
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    interest in the product. And after he pressed 1, then he got
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    a call from GVN I think the same day.
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             But we have no way of knowing, based upon his
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    complaint, how it was he was able to identify the first two
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callers as GVN. And once he's pressed 1 and indicated his

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    interest in the product, well, then we've got whole 'nother
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    universe of issues and --
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             MR. MURPHY: No.
             MR. MILLER: -- and -- things going on there because
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    under the TCPA, it's the second call that is the one that
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    subjects you to liability. And if he can't even allege --
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    it's not that difficult, I don't think, for him to allege in
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    his complaint either the cell phone number -- the phone number
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    of the entity that called him or that during the call that
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    party identified themselves as GVN. And he didn't do it,
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    which is particularly odd because later on in his complaint,
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    when he's talking about the other calls, he does allege what
    number called him.
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             So I have a real problem with somebody being able to
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    just say, hey, I got two calls. I don't really know who
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    they're from. But then I got a call from GVN, so I guess the
    first two calls must have been from GVN. GVN, I'm suing you
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    for potentially millions of dollars. I want you to produce
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    all your records, go to all your subcontractors --
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             THE COURT: He is not suing for millions of dollars.
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             MR. MILLER: Your Honor, there is potentially
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    millions of --
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             THE COURT: He is not looking for millions of dollars
    for himself.
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             MR. MILLER: Not for himself, correct.
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1 THE COURT: Right, okay.

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So, Mr. Murphy, do you have a comment on it?

3 MR. MURPHY: Sure, Your Honor.

I mean, let's be clear. When it comes to these caller ID numbers, when they engage in this kind of telemarketing, they often use sub and subcontractors. Those people are using SpoofTel or illegitimate caller ID information. It's very difficult to try to track these calls back to the source sometimes.

And so I would submit, Your Honor, that if -- for instance, when I get a robocall to a cell phone, it's a violation of touting, you know, vacation packages and services like that. When Mr. Johansen pressed 1, he was pressing 1 to try to figure out who the source of that call was. That's the only ability he had, and that when, in a matter of an hour, he gets a call from somebody from GVN, who he has never sort of dealt with before trying to sell him vacation products, I would submit, Your Honor, that that provides me a good-faith basis to assert that GVN was the source of those calls. And if they're not, through the course of discovery, they won't be subjected to liability, but this is exactly the kind of structure that they engage in. Of course when they send -they know it's illegal to send you a robocall. So when they send you the robocall in the vacation context or the security system context, they don't say who it is. They try to be very vague and ambiguous about it.

But I would submit, Your Honor, that we did a factual investigation to make sure we knew we met our obligations as counsel to make sure that we had the right defendant, and we did that. And the facts laid out in the complaint are sufficient to lay out a claim that survives a motion to dismiss, Your Honor. Again, if this is really somebody who was calling to try to sell GVN services without their knowledge and, you know, against their directive, well, discovery will bear that out, and they won't have any liability. But as a plaintiff, it's very difficult, when you have these telemarketing companies who are engaged in multiple levels of subcontractors, and knowing what they're doing is in violation of the law, they do things to obfuscate what they're doing. And so I would submit —

THE COURT: Now, what discovery would you propose to conduct to see whether those first two calls were on behalf of GVN?

MR. MURPHY: Well, Your Honor, generally what we would do is we try to find out from GVN who are the subcontractors that they use or subagents that they use to telemarket on their behalf. And then we would issue subpoenas to those telemarketers to try to figure out what phone numbers, what numbers are they calling from, what numbers are they calling to, and, you know, how is it that these calls

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    generated to Mr. Johansen. Quite honestly, Your Honor, we've
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    been through this many times before.
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             THE COURT: Do they keep records of their calls?
             MR. MURPHY: They do, Your Honor. Oftentimes what
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    will happen is particularly in the robocall environment,
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    they'll have systems where -- because here's what happens:
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    They need to prove to their client, their customer, that they
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    made these calls, that they delivered these messages, that
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    they generated these leads. And so that's why they'll
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    maintain those records, is because they need to prove to GVN
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    that they're the ones who called Mr. Johansen that led to him
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    signing up for their service so that they get paid. And so
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    it's our experience that, Your Honor, they're usually, quite
    honestly, very robust call records, sometimes even including
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    complete call recordings of, you know, every robocall that was
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    made to a consumer.
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             MR. MILLER: Your Honor, I also want to mention
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    that --
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             THE COURT: Mr. Miller.
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             MR. MILLER: -- the other problem, the other deficit
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    with the plaintiff's complaint, is that they -- he hasn't
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    alleged that he did not give consent, and that is a
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    requirement under -- for stating a TCPA cause of action, the
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    lack of prior consent, whether it's prior express consent
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    before October 2013 or prior express written consent after
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October 2013. And that's pervasive not only -- that's important not only because of his individual claim but also because that entire issue pervades every aspect of his class action allegations, which makes it impossible for there to be commonality, predominance. I mean, that raises all those kinds of issues in the class action complaint.

And one of the problems I have here is that somebody can, on such thin allegations, attempt to state a class action where they are seeking to recover millions of dollars, especially in the face of a statute where it's clear that consent is key. And with all the different ways there are of providing consent now, you know, by telephone --

THE COURT: Well, you're mixing up your objections to the complaint. Your objections to class action are separate.

MR. MILLER: Well, they're separate, but we also filed a Rule 12(f) motion to strike the class action allegations precisely because of the inherent problems with trying to state a class action under these circumstances, especially given the fact that here we have a plaintiff who hasn't alleged that he didn't give consent and also has a pretty particular fact pattern, where he pressed 1 after the second call, not knowing who the first two callers are.

So I think it's a case that cannot be certified as a class, if we get that far, and there are district courts who have, without hesitation, in the right case, stricken the

class action allegations at the outset of the case. And I think this is one of those circumstances calling for that.

MR. MURPHY: Your Honor, if I might.

THE COURT: Yeah.

MR. MURPHY: Consent is an affirmative defense. It's pretty clear in this district that it's an affirmative defense. It's not something that I have to negate in my allegations.

Furthermore, we did -- in fact, if you read our complaint and our preliminary statement, we talk about alleging that these were unsolicited calls. And I would submit that when I say something is unsolicited, implicit in that is that I did not give consent to receive those calls.

And so, Your Honor, again, when it comes to striking the class allegations, this is, you know, a classic example, I think, of they want to try to strike the class allegations because they can promise you what's going to come next, which it would be, you know, they would try to make a Rule 68 offer of judgment to try to pick off the plaintiff. I would submit that there's nothing in here that hasn't been decided time and time again that these are appropriate class allegations. If they have proof of consent for some members of the class, the appropriate time to deal with that is at the time of or after a motion for class certification. It's certainly not at the motion to dismiss stage. And I think we don't have an

- obligation to dispute every potential affirmative defense they may have in filing our complaint.
 - THE COURT: So, Mr. Miller, do you have a second best argument now? You gave the best argument. Because you have several grounds that you have asked for dismissal.
 - MR. MILLER: Yeah. Well, the classes that the plaintiff attempts to state are overly broad. The classes are not limited to people who didn't give consent. The classes are not limited to folks who were called within the last four years, which is the statute of limitations under the TCPA. And the classes are not limited to residential customers who are the only people protected by the TCPA. So in my mind right there --
 - THE COURT: But, again, these are points about the class action, not about the complaint.
 - MR. MILLER: Okay. Your Honor, no. I mean, I've stated them all. I think under -- I'm not a real fan, by the way, of citing Twombly and Iqbal because I think they get overused. But I think this is a good and very appropriate use of Twombly and Iqbal because there are a pretty simple set of elements of a TCPA case, but the plaintiff hasn't stated them. And maybe the plaintiff can state them, but they haven't done it yet. And I think until they do so, I don't think they have a complaint.
- 25 THE COURT: Now, what are the elements you're talking

about?

MR. MILLER: The elements of a TCPA class action -- or cause of action are -- hang on. I just want to be sure I quote them correctly.

All right. The elements of a TCPA class action -- or claim, I'm sorry -- are that the defendant called a cellular telephone number using an automated -- automatic telephone dialing system and without the recipient's prior express consent. And the plaintiff hasn't alleged that, that these calls were made without his prior express consent. And given the fact that under federal law you can consent by a telephone -- pressing a key on a telephone, responding to an e-mail, responding to a text, voice -- some sort of voice affirmation, either with an entity or one of its affiliated companies, that's a really important element. That's a really important element. And I think at the very least the plaintiff ought to be required and the cases say the plaintiff is required to plea that.

Now, there are some cases which say, well, no, that's more of an affirmative defense, but those cases are based upon an FTC decision that was specifically about the creditor/debtor relationship. And that creditor/debtor relationship and those attributes which pertain to a different FCC exception to the TCPA laws for debtors, creditors, for folks trying to collect on a debt, don't have any application

1 | in this circumstance.

MR. MURPHY: Your Honor, in this district, Charvat v. Allstate, 29 F. Supp. 3d 1147, it's a TCPA case, said very specifically, you know, affirmative defense is not an element of plaintiff's claim. Consent is an affirmative defense.

And I would go back to, Your Honor, we don't even need to get there because when I allege something is unsolicited, to me that says that I didn't give consent. I don't think there's -- you know, this is really I think much ado about nothing in terms of if they claim -- this is real simple, too, Your Honor. If they have the necessary consent for our client, once the motion to dismiss is decided, they certainly haven't provided it to us yet. I would have thought as soon as I filed a complaint, if the defendant had prior express consent of my client, they would produce that pretty quickly. And as a lawyer, I would take that into account on what to do next. They don't have any evidence that they, in fact, have such a thing.

So I think we've adequately pled a TCPA claim. And to the extent they have an affirmative defense that they want to prosecute, they certainly are free to do that.

MR. MILLER: Your Honor --

THE COURT: Mr. Miller, what's the difference between unsolicited and lack of --

MR. MILLER: Well, in the first place, I'm trying to

- find where they allege in their complaint that the calls were unsolicited.
- 3 MR. MURPHY: It's in the very introduction to the 4 complaint, the preliminary statement.
- 5 MR. MILLER: Someone is going to have to point that 6 out to me.

- MR. MURPHY: Your Honor, we say they operate a series of travel memberships. They contacted plaintiff on his cellular telephone using illegal automated equipment and prerecorded technology, despite the fact that the plaintiff was on the National Do Not Call Registry. Your Honor, that, I believe, would be enough to express that the plaintiff did not consent to these calls.
 - Plaintiff goes on, in order to redress these injuries, plaintiff, on behalf of himself and the proposed class of similarly situated individuals, bring this suit under the TCPA, which specifically prohibits unsolicited prerecorded voice calls.
 - MR. MILLER: But, Your Honor, where has he -- all he's saying is that the statute prohibits unsolicited calls. We get that. But where has he alleged that the calls made to him by GVN were unsolicited? It's not here.
- MR. MURPHY: Your Honor, I would submit --
- MR. MILLER: And he has not pled a cause of action,
 by the way, under the Do Not Call Registry. Or maybe he has.

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    It's kind of hard to tell because all -- if you look at his
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    complaint, when you get to his personal counts, all he says is
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    plaintiff incorporates all the paragraphs before this, and
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    that constitutes a violation of the TCPA. I mean, how about a
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    little more specificity. Is he talking about the Do Not Call
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    regulations? Is he talking about that you called me on a cell
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            Is he talking about you called me on a residential
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    business number or a landline? On top of which he's got
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    separate counts, individual counts, for willful versus
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    negligent violation of the TCPA, and willfulness is just a
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    measure of damages. It's not a separate cause of action.
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             So there are a lot of problems with this complaint.
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    And, frankly, it's not that difficult, with all due respect, I
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    mean it in the nicest way --
             THE COURT: I don't understand. He receives
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    prerecorded messages, and he doesn't know who it is, so he
    presses 1. And then he receives a call from GVN; is that
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18
    correct?
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             MR. MURPHY: Yes, Your Honor.
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             THE COURT: Well, obviously then the call came from
    GVN or one of its subcontractors.
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             MR. MILLER: Your Honor, with all due respect, I
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    don't see how that follows.
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             THE COURT: Oh, come on.
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             MR. MILLER: I just don't.
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             MR. MURPHY: There's a reason --
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             THE COURT: Well, you're wrong, because you receive a
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    call. You don't know what it's from. You press 1 to try to
    find out who it's from. And the next thing you know, you get
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    a call --
             MR. MURPHY: Regarding the same topic, Your Honor.
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 7
             THE COURT: -- from GVN, right?
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             MR. MURPHY: Right.
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             THE COURT: So put two and two together and you get
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    four, right?
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             MR. MILLER: I don't --
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             THE COURT: What do you think happened? Why did GVN
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    make this call to him?
             MR. MILLER: Your Honor, I don't know. I don't know
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    that GVN called him.
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             THE COURT: Ever?
             MR. MILLER: I don't know that anybody that was
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    working for GVN or was their agent called him. I don't have
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    any --
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             THE COURT: I mean, the allegation is GVN placed
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    another call to a cellular phone claiming to be from GVN
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    offering the plaintiff a free vacation. Now, that's an
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    allegation. Do you have evidence that that's false?
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             MR. MILLER: Well, this -- I don't -- in the first
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    place, he's talking about what happened after he pressed 1 --
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             THE COURT: Yes, but he says --
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             MR. MILLER: -- which to GVN indicates --
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             THE COURT: -- he pressed 1 in order to find out who
    was pestering him. That's his allegation. Now, he may be
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            He may be lying. But that's all you need in a
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    complaint, is allegations.
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             MR. MILLER: Whatever happens after he presses 1,
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    he's already given his consent.
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             THE COURT: Oh, come on. If his purpose in pressing
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             MR. MILLER: It doesn't matter --
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             THE COURT: Don't interrupt me.
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             If his purpose in pressing 1 is simply to find out
    who's calling him, he's not giving consent to anything.
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             MR. MILLER: Under the ESIGN Act, he has given
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    consent.
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             THE COURT: Look, what you're saying is totally
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    illogical. He alleges that he pressed it not because he
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    wanted to do business with GVN but because he doesn't know who
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    is calling him. Now, if that's true, right, that has nothing
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    to do with consent. Now, how can you say it's false?
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             MR. MILLER: I don't know whether or not he pressed
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        I don't know that. But I do know --
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             THE COURT: It's an allegation.
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             MR. MILLER: I --
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THE COURT: So what are you going to do about that? You don't seem to understand what a pleading is about. pleading is about allegations. It's not about proof. Look, your motion is frivolous. I am denying it. will explain why I'm denying it. So let's go on -- so what's next? Okay. What comes next in this proceeding? through the motion. MR. MURPHY: Your Honor, I think we would like to set a case schedule so that we can -- again, so that we can have this Rule 26 conference and we can get moving on discovery as quickly as possible, Your Honor. THE COURT: Okay. Well, what are you suggesting about a schedule? MR. MURPHY: Your Honor, I think typically we would be looking for, you know, six to seven months for fact discovery on that just because generally we can get our discovery out pretty quickly, subpoenas out pretty quickly, but sometimes when we're dealing with subcontractors and sub-subcontractors, we don't know. They may be New Jersey. They may be in California, and sometimes that process takes longer than 30 or 60 days. But we generally think, you know, in the six- to nine-month range for fact discovery is all we typically need in these cases, and then, you know, setting a class certification schedule for sometime thereafter.

MR. MILLER: That sounds fine, Your Honor.

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THE COURT: Mr. Miller?
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             MR. MILLER: That sounds fine.
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             MR. MURPHY: Your Honor --
             THE COURT: Is there anything else I should do except
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    set that schedule?
             MR. MURPHY: Your Honor, there may be -- as I think
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    about it, in some instances, we may need expert discovery in
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    these cases depending on the technology that's used. And so,
 9
    you know, preferably there would be some short provision for
10
    expert discovery at the conclusion of fact discovery.
11
             THE COURT: Have you had any settlement discussions?
12
             MR. MURPHY: No, Your Honor, not at this point.
             MR. MILLER: No, Your Honor.
13
14
             THE COURT: I mean, these cases are almost always
15
    settled.
16
             Is there anything else you want to discuss?
             MR. MURPHY: Not from the plaintiff, Your Honor.
17
                               I mean, I think in terms of
18
             MR. MILLER: No.
19
    settlement, one of things that may be an impediment is that,
20
    as Your Honor probably knows, the Supreme Court has agreed to
21
    rule on whether -- if an offer of judgment is made, whether
22
    that will essentially moot the class proceedings, but they
23
    won't be deciding on that until next June sometime.
24
             MR. MURPHY: Yeah. And, Your Honor, I would argue in
25
    this district, the law is pretty clear in terms of what the
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    Supreme Court may or may not decide. There are other issues
 2
    in that cert that may have nothing to do with that. And I
 3
    would submit that that's why we have every incentive and want
    to move this case along as quickly as possible, because, you
 4
 5
    know, defendants may think that the law is going to move in
    their favor, but I would submit if it doesn't --
 6
 7
             THE COURT: This is where Supreme Court has granted
 8
    cert in the case?
 9
             MR. MURPHY: Well, it's Campbell Ewald I believe is
10
    the name of it.
11
             THE COURT: What is it called?
12
             MR. MURPHY: Campbell Ewald.
13
             THE COURT: Campbell?
14
             MR. MURPHY: I think that's it, right?
15
             MR. MILLER: I don't want to --
16
             MR. MURPHY: And, Your Honor, it has to do with
17
    Rule 68 offers of judgment in the class context.
18
             THE COURT: The picking off problem?
19
                         Exactly, exactly. But it's in a case in
             MR. MURPHY:
20
    California where there are also sort of sovereign immunity
21
    issues because the TCPA claim in that case involved the Navy.
22
    And so there are three questions up for cert. One of them is
23
    the sovereign immunity question, which would sort of -- it may
24
    not get to what everybody thinks they're going to get to.
25
             THE COURT: Anything further?
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